

Message Text

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PAGE 01 STATE 016691
ORIGIN COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 SIG-02 /025 R

DRAFTED BY COM/BED/OIM/JLBLOW/CMM
APPROVED BY EB/OCA/CM/REILLY
COM/BED/OIM/TKBREWER/CMM
COM/BED/OIM/EOOLSEN/AD/EM
STATE/ARA/ECP:WSKOK (INFO)

-----098878 211111Z /21

R 202245Z JAN 78
FM SECSTATE WASHDC
TO AMEMBASSY BUENOS AIRES
AMEMBASSY BOGOTA
AMEMBASSY CARACAS
AMEMBASSY LIMA
AMEMBASSY MONTEVIDEO
AMEMBASSY QUITO
AMEMBASSY SANTIAGO
AMCONSUL SAO PAULO

UNCLAS STATE 016691

E.O. 11652: N/A

TAGS: BEXP, OTRA, XM

SUBJECT: HYDRA-TOOL VISIT

1. MR. CLAY EWING, VICE PRESIDENT AND INTERNATIONAL
MANAGER FOR HYDRA-TOOL CO. INC., GREENWOOD, MISSISSIPPI
HAS PLANNED LENGTHY TRIP TO ADDRESSE POSTS. BOTH STATE
AND COMMERCE HAVE BEEN CONTACTED BY SENATOR EASTLAND TO
PROVIDE NECESSARY ASSISTANCE.

2. INFORMATION PACKETS WILL BE SENT TO EACH POST NO LATER
THAN JANUARY 25. PACKETS WILL CONTAIN SALES BROCHURES,
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TECHNICAL INFORMATION AND MARKETING PLAN FOR EACH COUNTRY.
HYDRA-TOOL IS A MACHINE TOOL MANUFACTURER SPECIALIZING
IN CUTTING, PRESS BRAKES, AND DRILLING EQUIPMENT. THEIR
PRINCIPAL INTEREST IS TO MEET WITH PROSPECTIVE AGENTS
AND END-USERS WHO MAKE PRODUCTS OUT OF HEAVY STEEL, I.E.
FARM IMPLEMENTS, STEEL SERVICE CENTERS, OFFICE FURNITURE
ETC.

3. MR. EWING WILL BE TRAVELING ALONE AND WOULD LIKE TO MEET WITH AS MANY PROSPECTIVE AGENTS AS SCHEDULE WILL PERMIT. HE WOULD LIKE TO TALK TO AT LEAST ONE END-USER ONE EACH STOP. THE FIRM IS NOT INTERESTED IN JOINT VENTURE OR LICENSING ARRANGEMENTS AT THIS TIME, BUT HAS

NOT CLOSED THE DOOR. MR. EWING SPEAKS SPANISH BUT DOES NOT SPEAK PORTUGUESE. SALES BROCHURES HAVE BEEN PREPARED IN SPANISH.

4. ITINERARY FOLLOWS:

FEBRUARY 18, 1978 - DEPART NEW ORLEANS, DL956 - ARRIVE CARACAS 2216

FEBRUARY 23, 1978 - DEPART CARACAS 0055, PA515, ARRIVE SAO PAULO 0950

FEBRUARY 25, 1978 - DEPART SAO PAULO 0930, LH506, ARRIVE MONTEVIDEO 1400

FEBRUARY 28, 1978 - DEPART MONTEVIDEO 1915, AR254, ARRIVE BUENOS AIRES 1950

MARCH 5, 1978 - DEPART BUENOS AIRES 1915, BN978, ARRIVE UNCLASSIFIED

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SANTIAGO 2110 -

MARCH 8 - 1978 - DEPART SANTIAGO 2215, LA142, ARRIVE LIMA 2335

MARCH 14, 1978 - DEPART LIMA 0630, BN908, ARRIVE QUITO 0830

MARCH 16, 1978 - DEPART QUITO 0845, BN922, ARRIVE BOGOTA 1000

MARCH 18, 1978 - DEPART BOGOTA 1000, AV030, ARRIVE MIAMI 1330 -

5. POSTS SHOULD ADVISE USDOC ATTN: JIM BLOW, CMM-BRAZIL/ RIVER PLATE IF ABOVE ITINERARY PRESENTS SPECIAL PROBLEM. MR. EWING WILL CONTACT EMBASSY AS SOON AS POSSIBLE AFTER CHECKING INTO HOTEL. CHRISTOPHER

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NNN

Message Attributes

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Draft Date: 20 jan 1978
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Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
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Format: TEL
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Handling Restrictions: n/a
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ISecure: 1
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Review Release Date: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3736907
Secure: OPEN
Status: NATIVE
Subject: HYDRA-TOOL VISIT
TAGS: BEXP, OTRA, XM
To: BUENOS AIRES BOGOTA MULTIPLE
Type: TE
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